Security Distributing & Marketing

Protect America's Literary Treasures

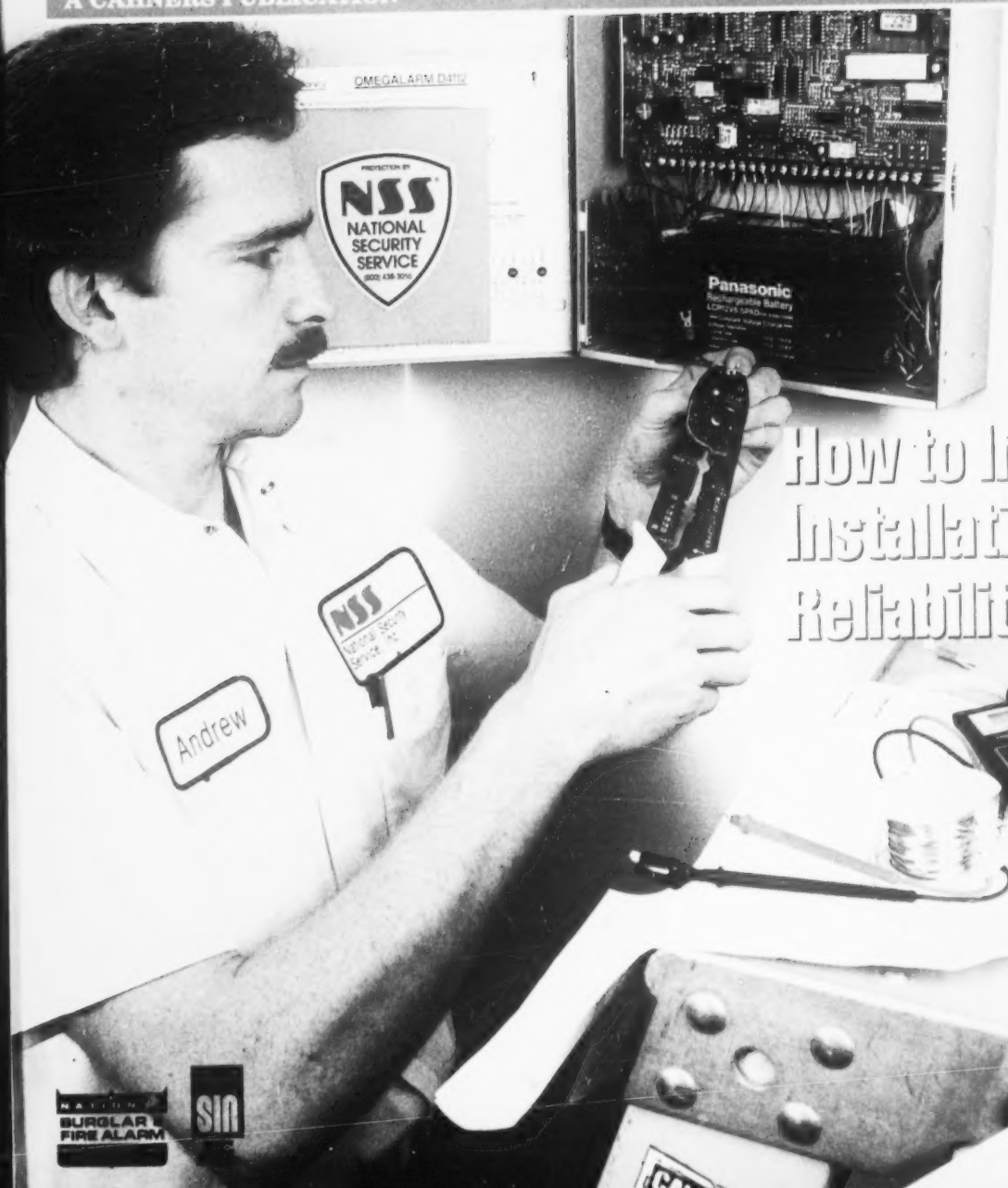
Troubleshooting Challenges

Will Pricing Be Our Undoing?

Accessories for CCTV Installations

A CAHNERS PUBLICATION

FEBRUARY 1992

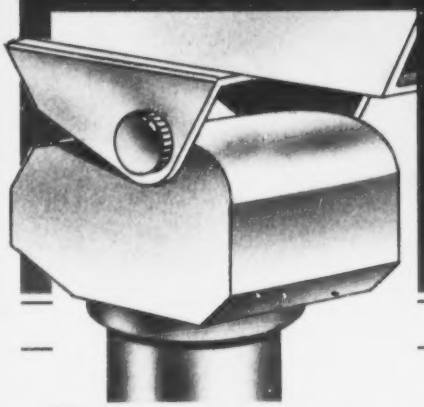


How to Improve Installation Reliability

NATIONAL BURGLAR & FIRE ALARM

SIN

SECURING AMERICA



Security Distributing & Marketing®

A Cahners Publication *Volume 22, No. 2* *February 1992*

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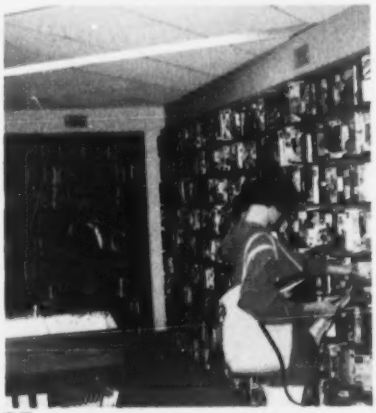
58 *Installation standards keep customers happy.*



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ABOUT THE COVER

Companies such as National Security Service, Raleigh, NC, realize that installation standards go a long way toward improving system reliability. For example, installer Andrew Langdon uses spade lugs to connect stranded wires inside a control panel, lessening the possibility of a wire shorting against another terminal. For more on installation standards, see page 56.

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SDM® Update

Illegal drug use drives property crime

Nearly a third of convicted robbers and burglars said that they committed their crimes for money to buy illegal drugs, according to a report from the U.S. Department of Justice's Bureau of Justice Statistics, "Drugs and Jail Inmates, 1989," which was published in Aug. 1991.

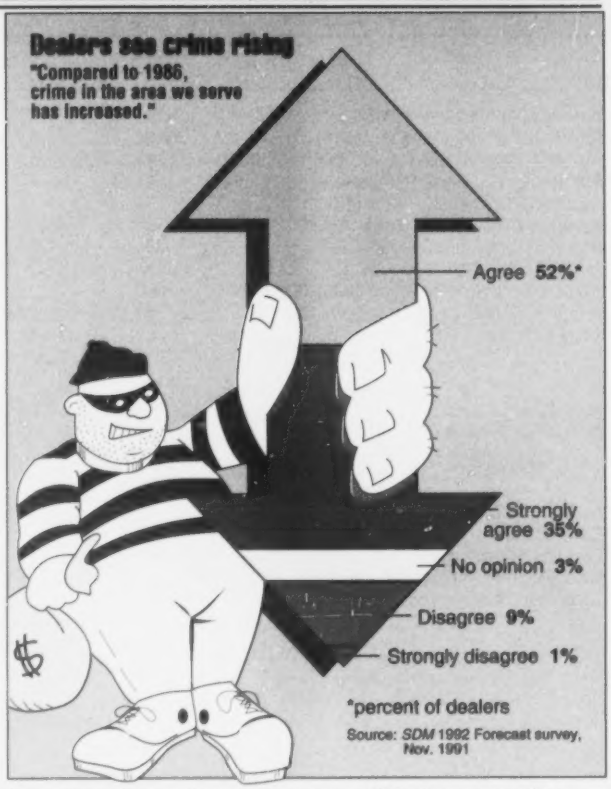
More than a fourth of all convicted jail inmates said they were under the influence of drugs at the time of the crime.

Almost two-thirds of inmates who use major drugs—cocaine, crack, heroin, LSD, or PCP—were in jail for drug-related crimes and offenses that would support their habits, such as robbery, burglary, and larceny. But just 31% of inmates who had never used drugs were convicted for these same types of crimes.

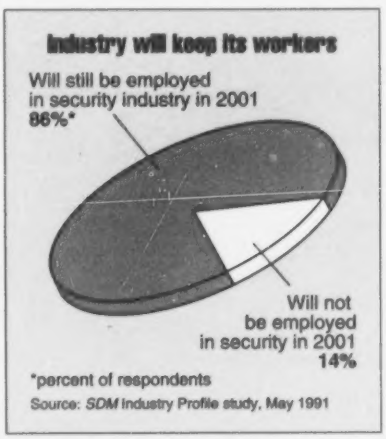
Home burglaries drop slightly in '90

In 1990, 4.8% of U.S. households experienced a burglary, according to a report by the U.S. Department of Justice's Bureau of Justice Statistics, "Crime and the Nation's Households, 1990," which was published in Aug. 1991. This figure represents 4.6 million out of 95.5 million U.S. households.

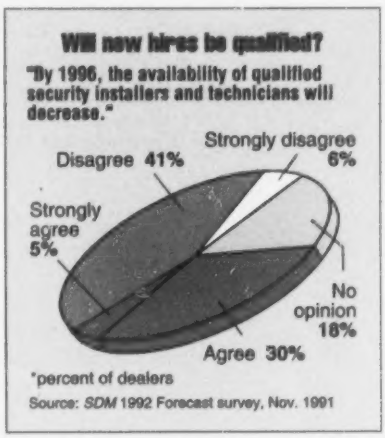
Place of residence has a bearing on victimization rates. Nearly 7% of urban households are targets of burglaries or attempted burglaries, while almost 4% of suburban households and 4% of rural households were hit in 1990. Low-income households are more likely to be burglarized.


Dealers see crime rising
"Compared to 1986, crime in the area we serve has increased."
Agree 52%*
Strongly agree 35%
No opinion 3%
Disagree 9%
Strongly disagree 1%
*percent of dealers
Source: SDM 1992 Forecast survey, Nov. 1991

Even though burglary rates fell in 1990, the perception that crime is high continues. Eighty-seven percent of dealers believe that crime is up in the areas they serve.

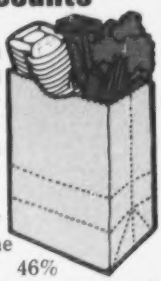

Industry will keep its workers
Will still be employed in security industry in 2001 86%*
Will not be employed in security in 2001 14%
*percent of respondents
Source: SDM Industry Profile study, May 1991

Nearly 9 in 10 alarm professionals who responded to* Security Distributing & Marketing's *Profile survey believe they still will be employed in the security industry in the year 2001.


Will new hires be qualified?
"By 1996, the availability of qualified security installers and technicians will decrease."
Strongly disagree 6%
Disagree 41%
Strongly agree 5%
No opinion 18%
Agree 30%
*percent of dealers
Source: SDM 1992 Forecast survey, Nov. 1991

Opinions vary about the availability of qualified installers and technicians in 1996. Forty-seven percent of dealers don't foresee a future employment problem; 35% think qualified help will be scarce.

Help your grocer curb 'five-finger discounts'



The grocery stores in your area may need you to install CCTV and electronic surveillance systems to protect them from their own dishonest employees.

According to a study of internal theft in the supermarket industry, 46% of supermarket employees surveyed admitted they stole cash or property from their employers and 49% said they assisted others in on-the-job theft. The average dollar volume of the theft is approximately $144 per person per year.

The study, conducted in 1990 by London House and the Food Marketing Institute, surveyed 583 employees. The research group estimates that a 100-chain store could lose between $2 million and $18 million annually.